

# **APPENDIX**

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FIG. 1

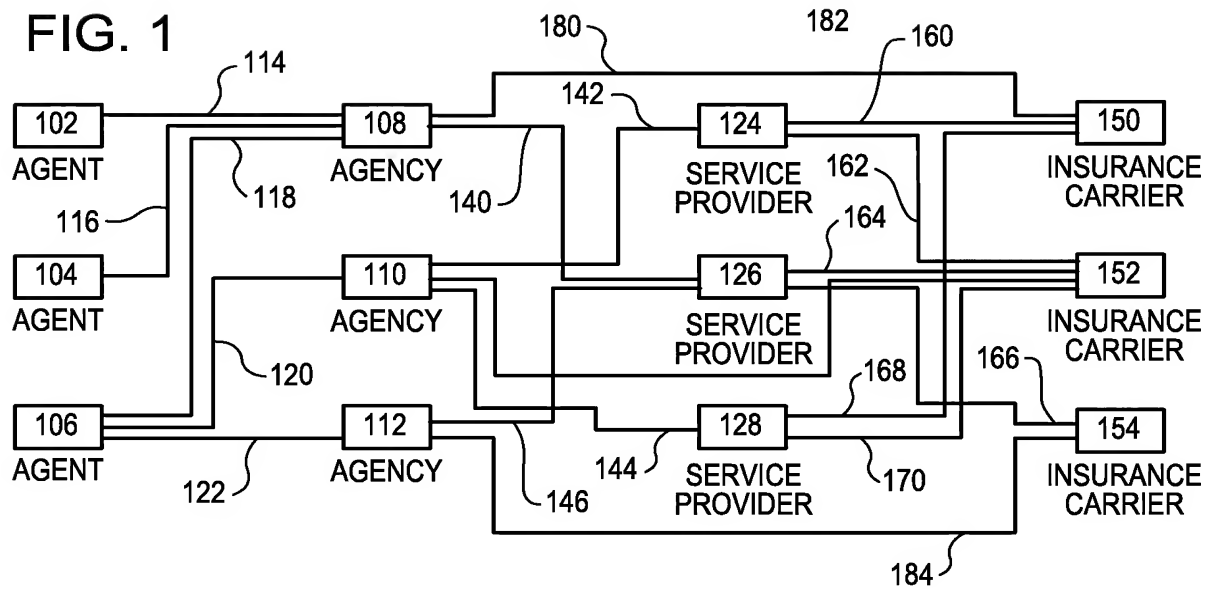


FIG. 2

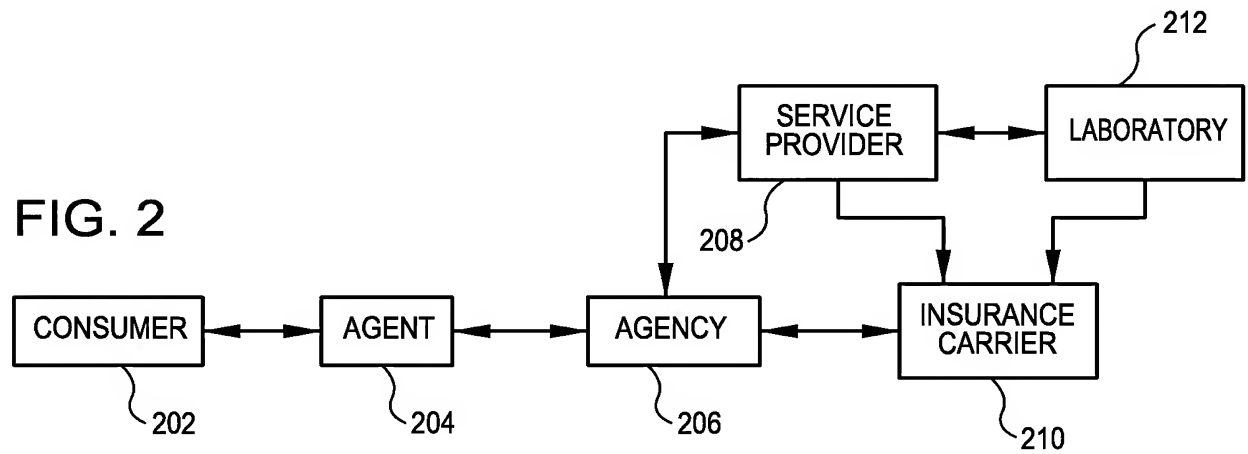


FIG. 3

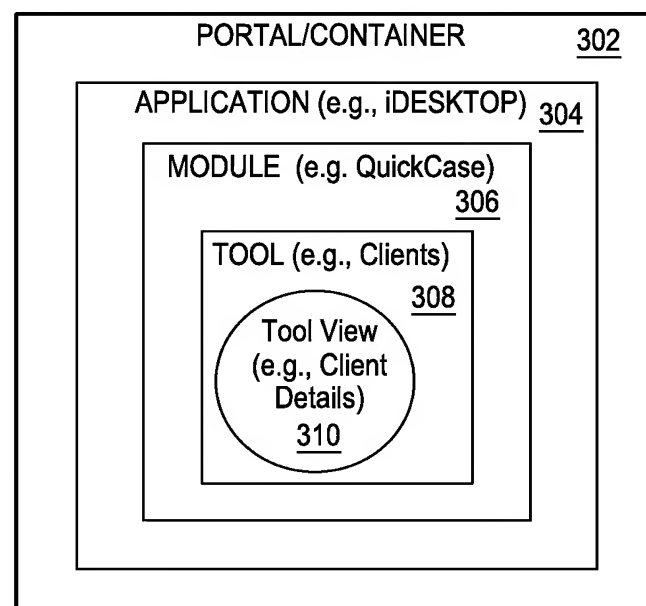
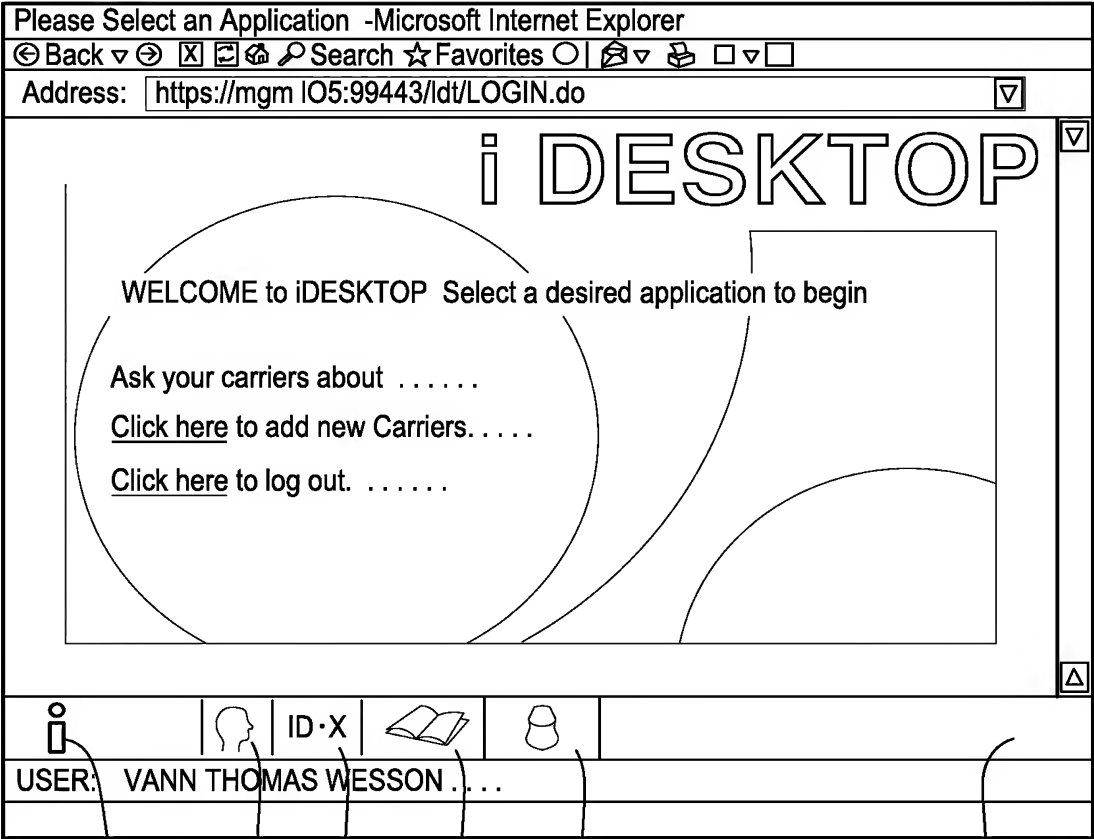
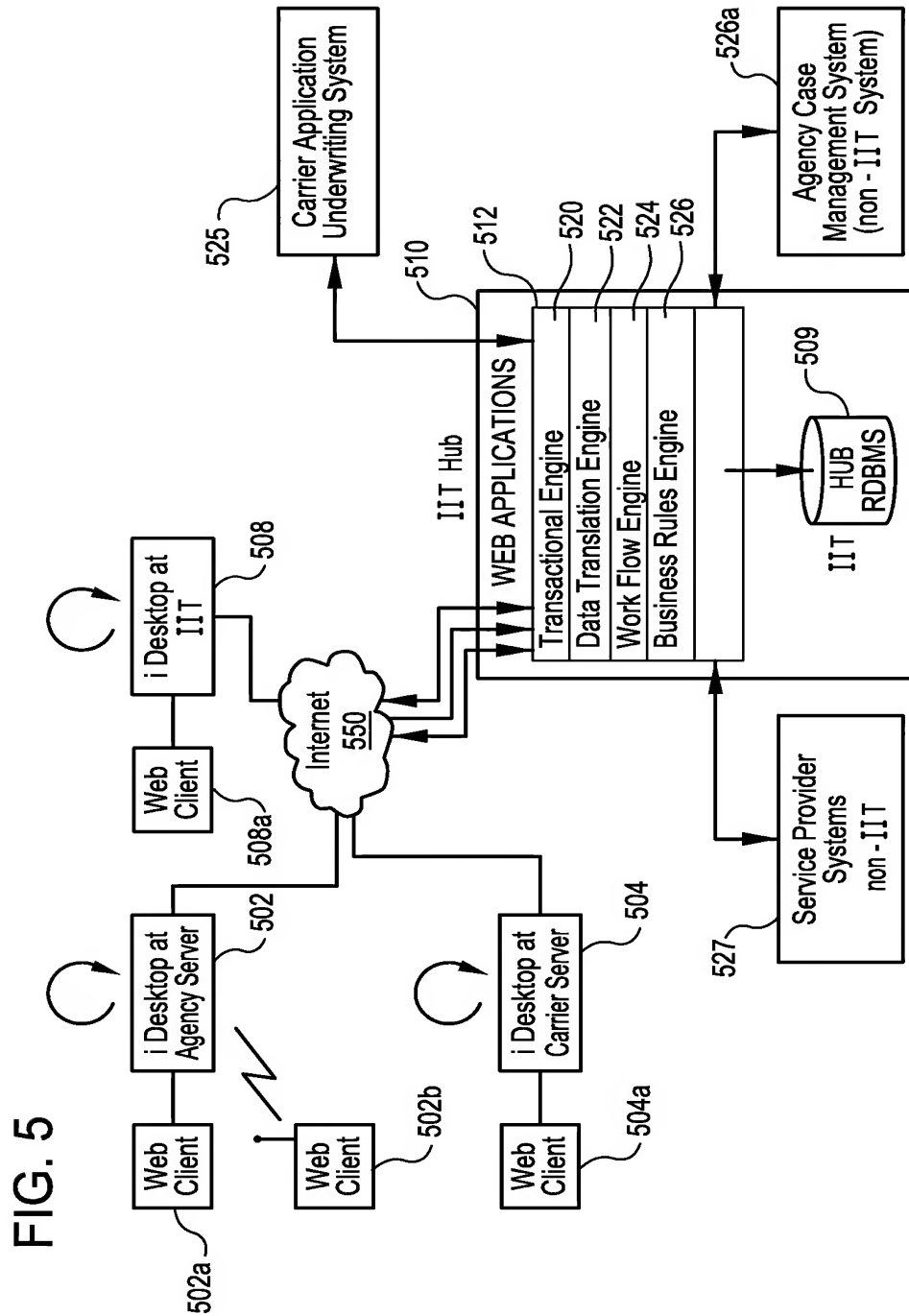


FIG. 4



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FIG. 6

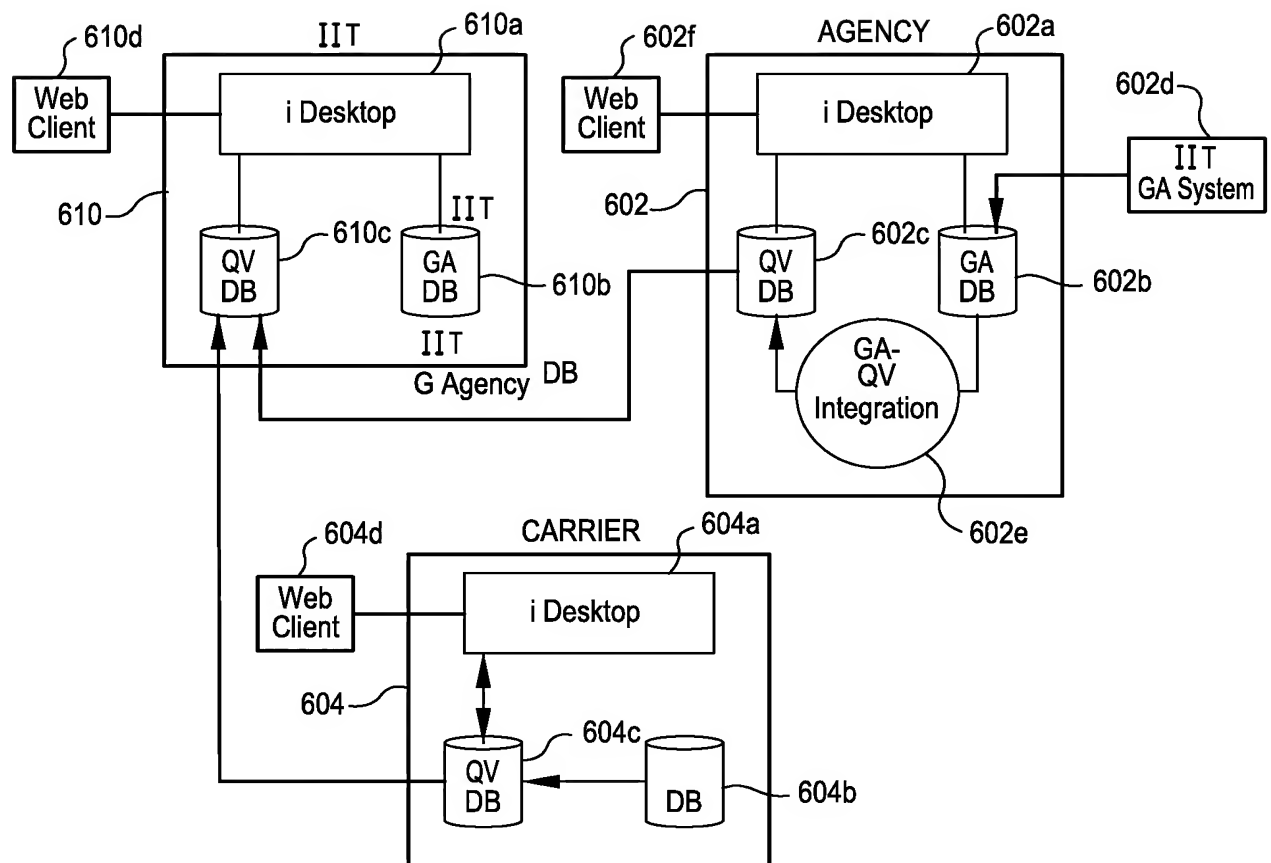
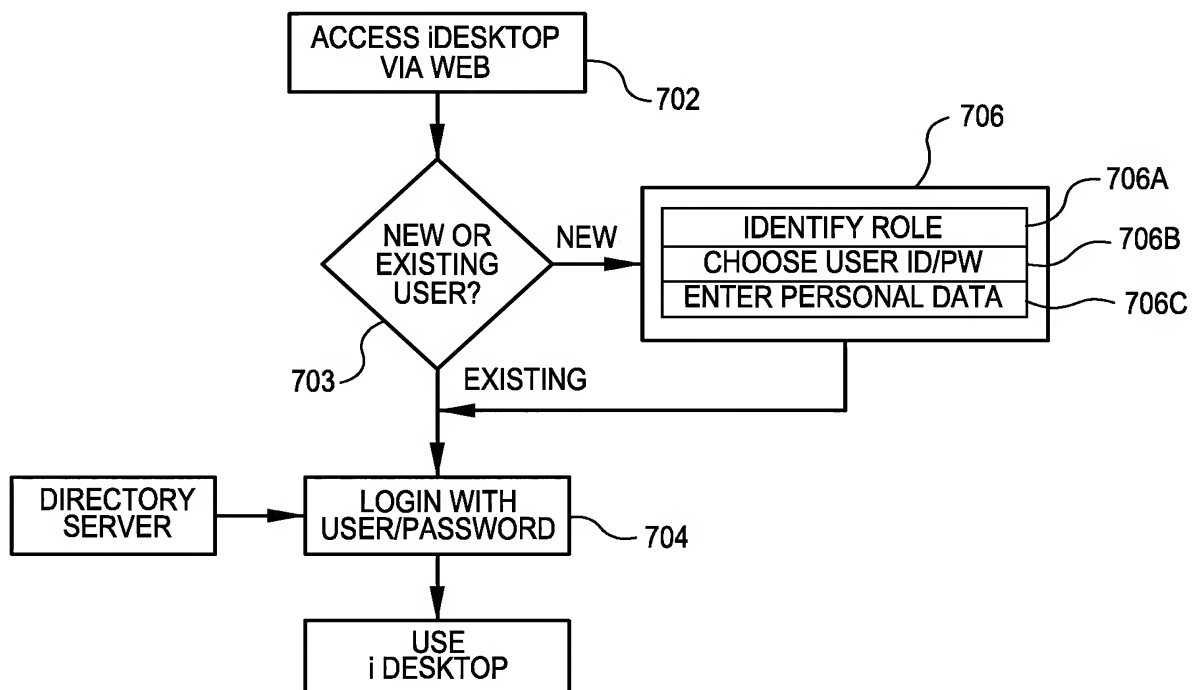
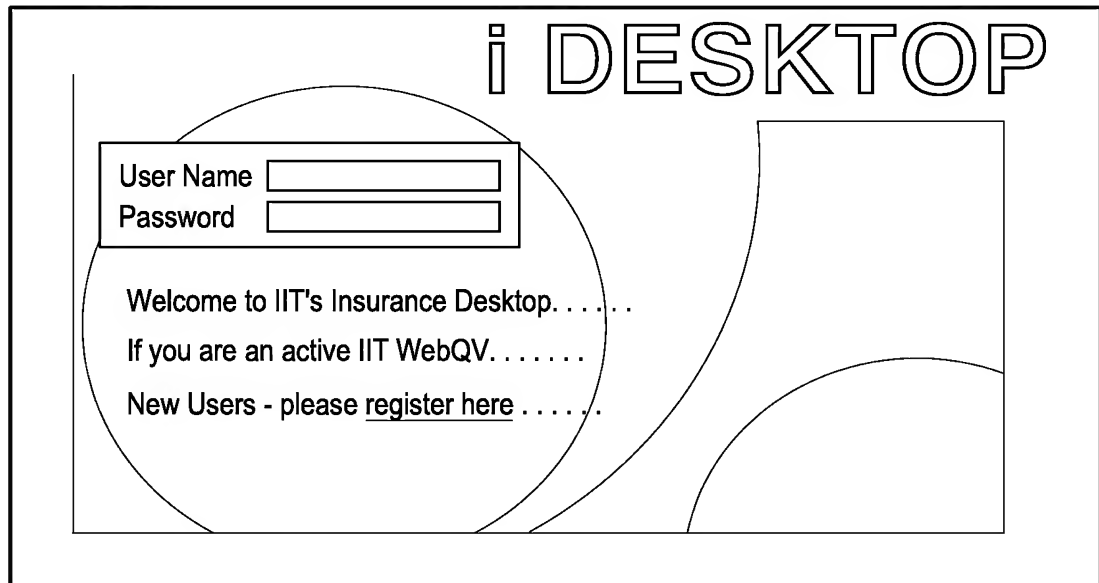


FIG. 7



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FIG. 8

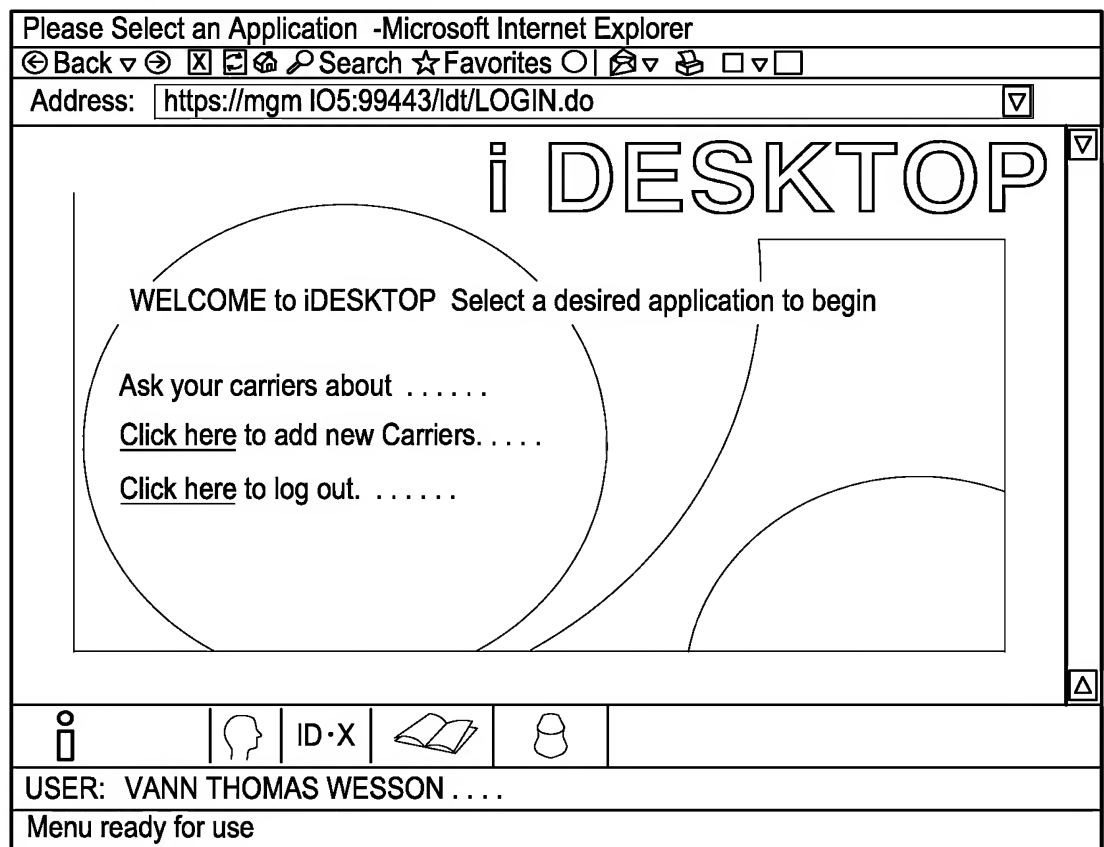


i DESKTOP

User Name   
Password

Welcome to IIT's Insurance Desktop. ....  
If you are an active IIT WebQV. ....  
New Users - please [register here](#) .....

FIG. 9



Please Select an Application -Microsoft Internet Explorer

Back Forward Stop Search Favorites Home

Address: <https://mgm IO5:99443/ldt/LOGIN.do>

i DESKTOP

WELCOME to iDESKTOP Select a desired application to begin

Ask your carriers about ....  
[Click here](#) to add new Carriers. ....  
[Click here](#) to log out. ....

i ID-X

USER: VANN THOMAS WESSON ....  
Menu ready for use

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FIG. 10

Agencies Summary - Microsoft Internet Explorer

Back Search Favorites

Address: [https://mgmt05:99443/idd/POLICY\\_SUMMARY.do?VIEW=CARRIER](https://mgmt05:99443/idd/POLICY_SUMMARY.do?VIEW=CARRIER)

**iDESKTOP**

1004 Action 1006 Tools 1008 Help

1010 Agencies 1012 Carriers 1014 Policies 1016 Follow-up

1002 QuickView

Agency

All Agencies

Agent Name

Agent Code

Insured Name

Policy Number

From M/D/Y

To M/D/Y

Policy Type Code

All Codes

Policy Status Code

All Codes

Reset Search

Agency	InsType	Status	Total Cases	Updated Cases	Total premium	Total Face Amount
FINANCIAL BROKERAGE, INC						
Term			409	0	225,965.55	172,106,600.00
Universal Life			398	0	234,521.97	169,261,000.00
Submitted			11	0	21,396.583	21,875,000.00
Not Taken			113	0	3,423.92	172,106,600.00
Placed/Paid			113	0	225,965.55	169,261,000.00
Postponed			1	0	234,521.97	21,875,000.00
Withdraw/Incomplete			1	0	21,396.583	172,106,600.00
Issued			1	0	3,423.92	169,261,000.00
Financial Brokerage, Inc 0314			609	0	225,965.55	21,875,000.00
Term			553	0	234,521.97	172,106,600.00
Inforce			216	0	21,396.583	169,261,000.00
Pending			101	0	3,423.92	21,875,000.00
Issued			115	0	21,396.583	21,875,000.00
Withdrawn			18	0	3,423.92	172,106,600.00
Incomplete			19	0	225,965.55	169,261,000.00
Declined			38	0	234,521.97	21,875,000.00
Not Taken			14	0	21,396.583	172,106,600.00
Submitted			14	0	3,423.92	169,261,000.00
Approved			13	0	234,521.97	21,875,000.00
Positioned			5	0	21,396.583	21,875,000.00
Universal Life			50	0	3,423.92	21,875,000.00
Inforce			21	0	3,423.92	172,106,600.00
Declined			2	0	234,521.97	169,261,000.00

USER: VANN THOMAS WESSON . . .

Menu ready for use

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FIG. 11

Carriers Summary - Microsoft Internet Explorer

Back ▾ Search ☆ Favorites ▾

Address: [https://mgmt05:99443/ldt/POLICY\\_SUMMARY.do?VIEW=AGENCY](https://mgmt05:99443/ldt/POLICY_SUMMARY.do?VIEW=AGENCY)

# i DESKTOP

Action Tools Help Agencies Carriers Policies Follow-up QuickView

Carrier

All Carriers ▾

Agent Name

Agent Code

Insured Name

Policy Number

From M/D/Y

To M/D/Y

Policy Type Code

All Codes ▾

Policy Status Code

All Codes ▾

Reset Search

Carrier	InsType	Status	Total Cases	Updated Cases	Total premium	Total Face Amount
Companion Life			434	0	2,107,747.87	172,106,600.00
First Colony Life Insurance			33716	0	17,716,605.00	169,261,000.00
Interest Sensitive			77	0	21,396.583	21,875,000.00
Normal			11762	0	3,423.92	172,106,600.00
Pension			27	0	225,965.55	169,261,000.00
Term			19920	0	234,521.97	21,875,000.00
Universal Life			1940	0	21,396.583	172,106,600.00
GE Capitol			908	0	3,423.92	169,261,000.00
Normal			77	0	225,965.55	21,875,000.00
Term			749	0	234,521.97	172,106,600.00
Universal Life			37	0	21,396.583	169,261,000.00
United of Omaha			6995	0	3,423.92	21,875,000.00
Normal			507	0	21,396.583	21,875,000.00
Term			4176	0	3,423.92	172,106,600.00
Universal Life			2107	0	225,965.55	169,261,000.00
Pending			1167	0	234,521.97	21,875,000.00
Issued/Approved			249	0	21,396.583	172,106,600.00
Placed/Paid			223	0	3,423.92	169,261,000.00
Declined			92	0	234,521.97	21,875,000.00
Withdrawn/Incomplete			107	0	21,396.583	21,875,000.00
Not Taken			32	0	3,423.92	21,875,000.00
Deleted			21	0	3,423.92	172,106,600.00
Whole Life			205	0	234,521.97	169,261,000.00

USER: VANN THOMAS WESSON . . . .

Menu ready for use



FIG. 12

Policies - Microsoft Internet Explorer

Back Search Favorites

Address: [https://mgmt05:99443/idx/POLICY\\_SUMMARY.do](https://mgmt05:99443/idx/POLICY_SUMMARY.do)

# i DESKTOP

Action Tools Help Agencies Carriers Policies Follow-up QuickView

Carrier  
First Colony Li

Agent Name

Agent Code

Insured Name

Policy Number

From M/D/Y

To M/D/Y

Policy Type Code  
Term

Policy Status Code  
All Codes

Reset Search

Page Size 5 Found: 19920 items (Remember this Search)

Policy #	Insured ID	Agent Name	Premium	Face Amount
<input type="checkbox"/> 0001849102	Turk, Paula Ann	Unknown	1112.59	350,000.00
<input type="checkbox"/> 1313012	Martinelli Robert Martinelli, Gina Martinelli, Jr. Robert	0101		100,000.00
<input type="checkbox"/> 1672530	Descamps, Cyril M	National Benefit Corporation	261.00	350,000.00
<input type="checkbox"/> 1787978	Vineberg, Allan	J B Hanauer Agency Inc. 0101 0101	282.50	150,000.00
<input type="checkbox"/> 1816253	Kashmanian, Ronald	0101	279.31	250,000.00

USER: VANN THOMAS WESSON . . . .

Menu ready for use

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FIG. 13

Policies - Microsoft Internet Explorer

Back Search Favorites

Address: <https://mgmt05:99443/idx/POLICIES.do>

# i DESKTOP

Action Tools Help Agencies Carriers Policies Follow-up QuickView

Carrier  
First Colony Li

Agent Name  
Agent Code  
Insured Name  
Policy Number  
From M/D/Y  
To M/D/Y  
Policy Type Code  
Term  
Policy Status Code  
All Codes

Reset Search

Page Size 20 Found: 19920 items (Remember this Search)

✓ Policy #	Insured ID	Agent Name	Premium	Face Amount
<input type="checkbox"/> 8166147	DODD, Diana Lynn	Center Link Insurance & Financial Services Barry Wolf 0101, Private Ledger Insurance 0101 Robert Karras, 0101		
<input type="checkbox"/> 6754648	Johnsen, Mark R.	American Express 0101 Diversified Brokerage Services D.E. Swink 0101		
<input type="checkbox"/> 6754294	Chapman, Paul	American Express 0101 Diversified Brokerage Services Louis Basil 0101		
<input type="checkbox"/> 8102006	Huth, John W.	American Express 0101 George Van Deusen 0101 Diversified Brokerage Services Carl W. Heick 1901 0101		

USER: VANN THOMAS WESSON ....  
Menu ready for use

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FIG. 14

Policy Details - Microsoft Internet Explorer

Back ▾ Search ☆ Favorites ▾ □ ▾ □

Address: <https://mgmt05:99443/idd/POLICIES.do>

# i DESKTOP

Action Tools Help Agencies Carriers Policies Details Follow-up

☐ Add to Selected

POLICY 8168147

**Case:**

Application
Insured(s)
Agents(s)
Requirement(s)
Coverage
Coverage Option(s)
Premium
New Follow-up

1402

**QuickView**

Company:	First Colony Life Insurance
Policy Number:	816647
Last Update:	04/21/2003
Status Date:	04/21/2003
Plan:	L14T
Policy Date:	04/21/2003
Issue Date:	04/21/2003
Received Date:	3/11/2003
Rating:	PREF BEST
Face Amount:	250,000.00
Approved Date:	04/21/2003
Policy Status:	Pending
Group No.:	
Placement Exp. Date:	06/21/2003
Underwriter:	CPEBBLES
Application Type:	Term
Issue State:	OH
Qualified Plan Type:	
Smoker State:	
Issue Age:	
Issue Gender:	
Message:	App Reviewed Mike Smith . . .
GA Number:	

USER: VANN THOMAS WESSON . . .

Done

FIG. 15

Policy Details - Microsoft Internet Explorer

Back Search Favorites

Address: https://mgm t05:99443/ldt/POLICIES.do

i DESKTOP

QuickView

Agencies Carriers Policies Details Follow-up

Action Tools Help

☐ Add to Selected

POLICY 8168147

Case
Application
Insured(s)
Agents(s)
Requirement(s)
Coverage
Coverage Option(s)
Premium
New Follow-up

Follow-up type:  
Select a Type

Subject:  
Contact Customer to ask for Health Record

Notes:  
Call tomorrow

Due Date

Date Cloods

Reset Search

August 2003						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						
Today is Thu. 21 Aug 2003						

ID-X

USER: VANN THOMAS WESSON . . .

FIG. 16A

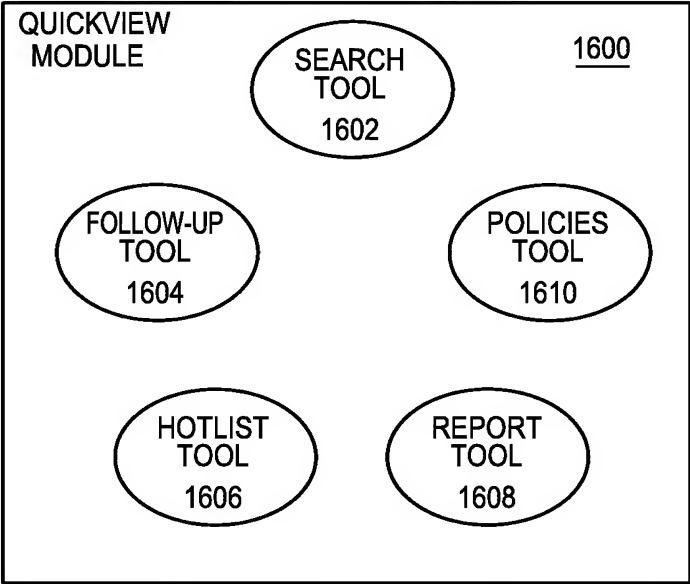


FIG. 16B

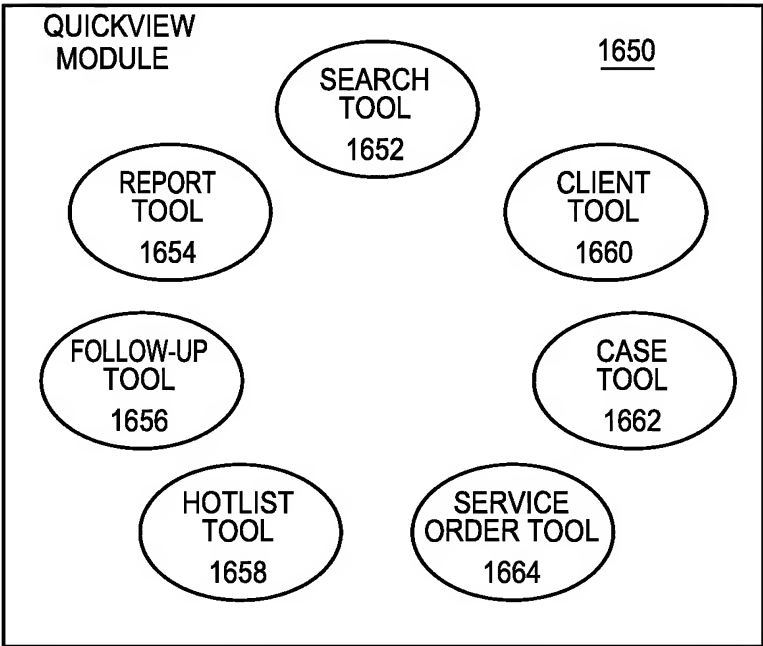


FIG. 17

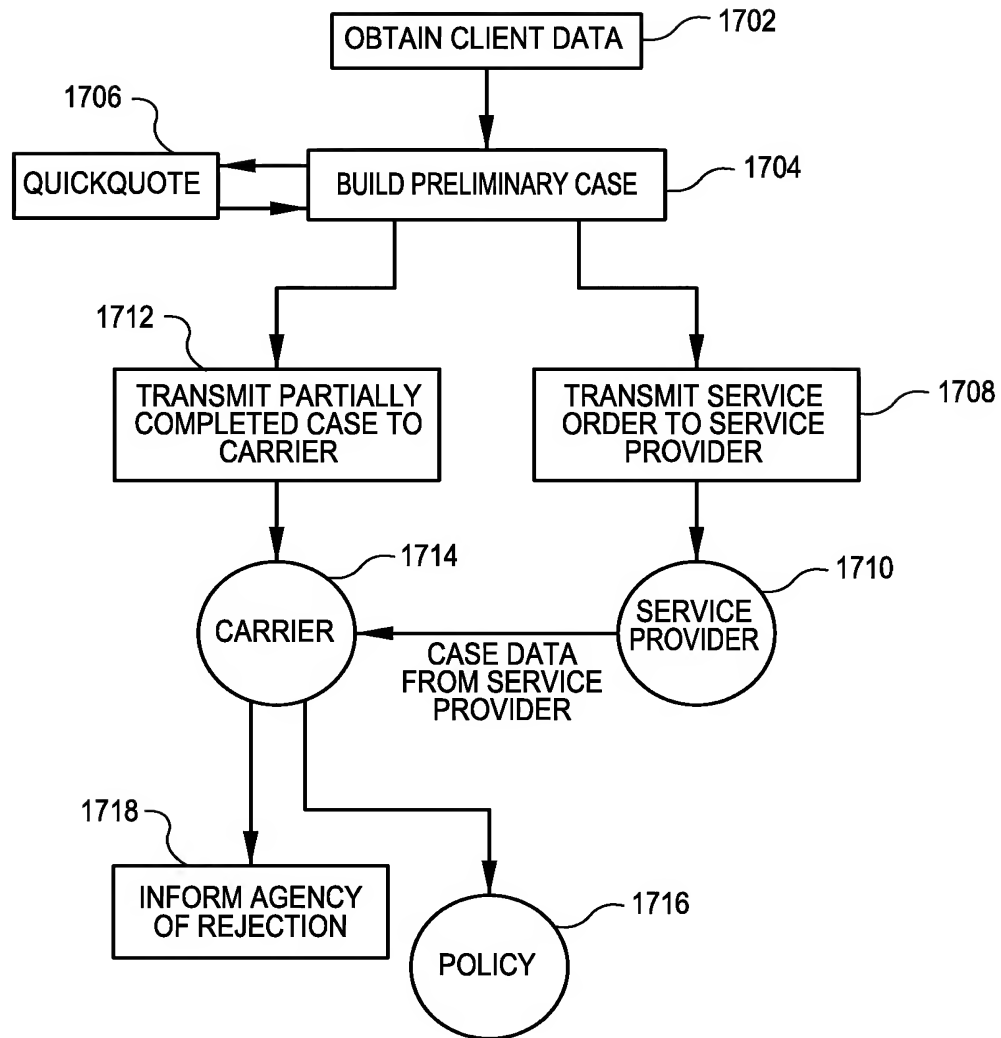


FIG. 18

Client Summary - Microsoft Internet Explorer

Back ▾ Search ☆ Favorites ▾

Address: [https://mgmt05:99443/idx/CLIENT\\_SUMMARY.do](https://mgmt05:99443/idx/CLIENT_SUMMARY.do)

1802 iDESKTOP

Action Tools Help

Client Summary Clients Client Details Client Follow-up QuickView

First Name

Last Name

SSN

Ref. No.

Phone

E-mail

State or Residence  
Select a state ▾

Zip Code

Gender  
Select Gender ▾

Reset Search

Last name starts with: Total clients

1801

1800

USER: VANN THOMAS WESSON ....

FIG. 19

Client Summary - Microsoft Internet Explorer

Back ▾ Forward ▾ Stop Search ☆ Favorites ▾ Print ▾

Address: https://mgmt05:99443/idx/CLIENT\_SUMMARY.do ▾

i

DESKTOP

ActionToolsHelp

Client SummaryClientsClient DetailsClient Follow-up

QuickView

First Name

Last Name

SSN

Ref. No.

Phone

E-mail

State or Residence

Select a state ▾

Zip Code

Gender

Select Gender ▾

ResetSearch

Page Size 5 ▾ Found: 1 items (Remember this Search)

First Name	Last Name	SSN	City	State	DOB	Gender
<input type="checkbox"/> Mary	Tyler	231-34-5678	Portland	OR	11/23/59	Female

i

USER: VANN THOMAS WESSON . . . .

Menu ready for use

ID · X



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FIG. 20

Client Details - Mary F. Tyler - Microsoft Internet Explorer

Back Search Favorites

Address: https://mgm t05:99443/idx/CLIENTS.do

# i DESKTOP

Action Tools Help

Client Summary Clients Client Details Client Follow-up

QuickCase

☐ Add to Selected

CLIENT: Mary F. Tyler

2004

2006

2008

Client Profile  
New Address  
New Phone  
New E-mail  
New Follow-up  
Case(s)

Prefix Mrs.

First Name Mary

Middle Name Frances

Last Name Tyler

Suffix Select a suffix

DOB (M/D/Y) 09/23/1959

SSN 231 34 5678

Ref. No. 123456

Gender Female

US Citizen? ☒ Citizenship (if not) Select Country

Visa type Select Country

Visa Number

Best time to call

Reset Update Delete

2002

USER: VANN THOMAS WESSON . . .

Menu ready for use

FIG. 21

Client Details - Tim A. Chen-Microsoft Internet Explorer

Back Search Favorites

Address: <https://mgmt05:99443/idx/CLIENTS.do>

# i DESKTOP

Action Tools Help

☐ Add to Selected  
CLIENT: Tim A. Chen

Client Profile  
New Address  
New Phone  
New E-mail  
New Follow-up Case(s)

2106

2102

Client Summary Clients Client Details Client Follow-up

## QuickCase

Type	Subject	Due Date	Closed
Add on ^op	First follow-up	8/26/2003	

Follow-up type:  
Select a type

Subject:  
Select a type

Notes:

2104

Due Date:  
Date Closed

Reset Update

USER: VANN THOMAS WESSON . . . .  
Menu ready for use

FIG. 22

Clients - Microsoft Internet Explorer

BackForwardStopSearchFavoritesHomeAddress: https://mgm t05:99443/idt/CLIENT\_FOLLOWUPS.do

iDESKTOP

ActionToolsHelp

Client Summary

Clients

Client Details

Client Follow-up

QuickCase

Quick Follow-up Search:

Pick an option

Search

Follow-up Search by Criteria:

Closed Status:

Any status

Due Date From:

Due Date To:

Closed From:

Closed To:

Reset

Search

Page Size5Found: 1 items

✓	First Name	Last Name	SSN	City	State	DOB	Gender
<input type="checkbox"/>	Tim	Chen	456-32-1234	SanFran	CA	7/30/1987	Male

2206

2204

2202

2208

ID-X

USER: VANN THOMAS WESSON ....

Menu ready for use

FIG. 23

Cases - Microsoft Internet Explorer

Back Search Favorites

Address: https://mgmt05:99443/idx/CASES.do

i

DESKTOP

2302

ActionToolsHelp

Case SummaryCasesCase DetailsCase Follow-up

QuickCase

Insurance Company

Select Company

Agency

Select Agency

Ref. No.

First Name

Last Name

SSN

Phone

E-mail

Zip Code

ResetSearch

Insurance Company	Agency	Total clients	Total clients
AIG Life		1	2304
Ash Brokerage		1	
American General Annuity		1	
Benefits Brokerage Agency		1	

2306

ID·X

USER: VANN THOMAS WESSON . . .

Menu ready for use

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FIG. 24

Case Summary - Microsoft Internet Explorer

Back Search Favorites

Address: [https://mgmt05:99443/idx/CASE\\_SUMMARY.do](https://mgmt05:99443/idx/CASE_SUMMARY.do)

# i DESKTOP

Action Tools Help

Case Summary Cases Case Details Case Follow-up

QuickCase

Page Size ☐ 5 ☒ Found 2 items (Remember this Search)

Insurance Company	Client	Agency
<input type="checkbox"/> AIG Life	Tim A. Chen	Ash Brokerage
<input type="checkbox"/> American General Annuity	Tim A. Chen	Benefits Brokerage Agency

Ref. No.

First Name

Last Name

SSN

Phone

E-mail

Zip Code

Reset Search

2302

2402

2406

2404

2408

2410

USER: VANN THOMAS WESSON . . . .

Menu ready for use

FIG. 25


Client Details - Microsoft Internet Explorer

Back Search Favorites

Address: https://mgm t05:99443/idx/CLIENTS.do



# i DESKTOP

Action Tools Help

2504  2506

☐ Add to Selected


CASE: 123456  
CLIENT: Tim A. Chen

2508  Case Profile  
 New Follow-up


Case Summary Cases Case Details Case Follow-up


## QuickCase


Ref. No. 123456

Insurance Company  **AIG Life**


Agency **Ash Brokerage**

Base Plan  **Select a Plan**


Premium Mode  **Annual**

Underwriter Class  **Other Tobacco Use**


Face Amount (\$) **100,000**



Location  **CA**

Rider:

Child:  **What Waiver**

Policy Number **1234567**




Smoker Status  **Select a Status**





Height  **6** ft.  **2** in.

Weight **170**

Beneficiary First Name **Charles** Last Name **Moore**

2502

  ID-X  

USER: VANN THOMAS WESSON . . . .

Menu ready for use

FIG. 26

Case Details - Microsoft Internet Explorer

Back ▾ Forward ▾ Search ☆ Favorites ○ | Home ▾ Print ▾

Address: <https://mgm.t05:99443/idx/CASES.do>

# i DESKTOP

Action Tools Help

☐ Add to Selected

CASE: 123456  
CLIENT: Tim A. Chen

2604

Case Profile  
New Follow-up

Client Summary Clients Client Details Client Follow-up

## QuickCase

Follow-up type:  
Select a type ▾

Subject:  
▾

Notes:  
▾

2602

Due Date:  
▾

Date Closed  
▾

Reset Update

USER: VANN THOMAS WESSON . . . .  
Menu ready for use

FIG. 27

Cases - Microsoft Internet Explorer

Back Forward Stop Search Favorites Home Print View Source

Address: [https://mgmt05:99443/idx/CASE\\_FOLLOWUPS.do](https://mgmt05:99443/idx/CASE_FOLLOWUPS.do)

# i DESKTOP

Action Tools Help

Client Summary Clients Client Details Client Follow-up

## QuickCase

Quick Follow-up Search:

Page Size  Found: 3 items

Client	Ref. No.	Insurance Co.	Agency
<input type="checkbox"/> John A. Doe	333	AIG Life	Ash Brokerage
<input type="checkbox"/> Tim A. Chen	681	AIG Life	Ash Brokerage
<input type="checkbox"/> Howard A Hughes	608	American Agency Life	Ash Brokerage

Follow-up Search by Criteria:

Closed Status:

Due Date From:

Due Date To:

Closed From:

Closed To:

2706

2704

2702

2708

2700

2700

USER: VANN THOMAS WESSON . . .

Menu ready for use